

The Hong Kong Daily Press

No. 3879 號八十七百三千八第 日一十月九年十緒光 HONGKONG, WEDNESDAY, OCTOBER 29th, 1884. 三拜禮 號九十二月十英曆舊 [Price 2s per Month]

SHIPPING.

ARRIVALS.
October 27, *Albion*, British steamer, 1,611, from London, 6th Sept., and Singapore 19th October, General—RUSSELL & Co.
October 28, *FORNIE*, British steamer, 308, H. C. Harris, Tamsui 24th, Amoy 26th, and Swatow 27th, General—DOUGLAS LA-BLANC & Co.

October 28, *CHLERS*, Dutch steamer, 1,649, G. A. Haas, Swatow 27th October, General—JARDINE, MATHESON & Co.
October 28, *ALBANY*, British steamer, 1,490, B. Porter, Amoy 26th, and Swatow 27th October, General—ADAMSON, BELL & Co.
October 28, *PROCTOL*, German steamer, 274, F. Nissen, Maitland 23rd Oct, Salt—WILSON & Co.
October 28, *EMV*, Spanish steamer, 414, F. Blanco, Manila 25th October, General—REMSID & Co.
October 28, *KUNIPAI*, Am. str., 602, Buchanan, from Whampoa, General—RUSSELL & Co.
October 28, *CHITUNG*, Am. str., 585, Winslow, from Canton, General—RUSSELL & Co.

DEPARTURES.

October 28, *LORENS*, British str., for Saigon.
October 28, *TIVERTON*, British steamer, for Singapore.
October 28, *VORTIGERS*, British steamer, for Bangkok.
October 28, *PEKING*, British str., for Shanghai.
October 28, *JASON*, British str., for Amoy.
October 28, *CITY OF TOKYO*, American str., for Yokohama.
October 28, *MEDEVA*, A. H. str., for Trieste.
October 28, *ROBY*, British str., for Singapore.
October 28, *ANCONA*, British str., for Europe.

PASSENGERS.

Per Fuhien, str., from Tamsui, 74 Chinese.
Per Albion, str., from London, 17 Chinese.
Per Colchester, str., from Swatow, 137 Chinese.
Per Albany, str., from Amoy, 40 Chinese.
Per Proctol, str., from Maitland, 18 Chinese.
Per Emv, str., from Manila, 18 Chinese.
Per Kunipai, str., from Whampoa, 18 Chinese.
Per Chitung, str., from Canton, 18 Chinese.
Per Lorens, str., for Saigon, 18 Chinese.
Per Tiverton, str., for Singapore, 18 Chinese.
Per Vortigers, str., for Bangkok, 18 Chinese.
Per Peking, str., for Shanghai, 18 Chinese.
Per Jason, str., for Amoy, 18 Chinese.
Per City of Tokyo, str., for Yokohama, 18 Chinese.
Per Medeva, str., for Trieste, 18 Chinese.
Per Roby, str., for Singapore, 18 Chinese.
Per Ancona, str., for Europe, 18 Chinese.

REPORTS.

The German steamer *Proctol* reports left Maitland on the 23rd inst., and had strong N.E. wind and sea.
The British steamer *Albion* reports left Amoy on the 26th inst., and had strong N.E. wind and sea.
The British steamer *Chitung* reports left Canton on the 26th inst., and had strong N.E. wind and sea.

SHANGHAI SHIPPING.

October 28, *Albion*, British str., from Fuzhou.
October 28, *Kiang-tien*, American str., from Ningpo.
October 28, *Yung-tien*, British str., from Hongkong.
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October 28, *Yung-tien*, British str., from Hongkong.

NAGASAKI SHIPPING.

October 28, *Albion*, British str., from Fuzhou.
October 28, *Kiang-tien*, American str., from Ningpo.
October 28, *Yung-tien*, British str., from Hongkong.
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October 28, *Yung-tien*, British str., from Hongkong.

INTIMATIONS.

NEW GOODS.
LANE, CRAWFORD & CO.
OUTFITTERS AND HOSIERY DEPARTMENT.
Underwear and Hosiery in Stock. White and Fancy Hosiery, Bathing Suits, and all the latest styles in Hosiery. Gentlemen's Hosiery in Kid, Cashmere, and all the latest styles. Children's Hosiery in all the latest styles. Socks and Cravats in the most fashionable shapes and colors.

Handkerchiefs, Braces, Umbrellas, Belts, Dressing Gowns, Boots, Shoes and Hats, in great variety.
LANE, CRAWFORD & CO.
Hongkong, 23rd October, 1884.

W. B. BAKER has this day removed his business from the Hongkong Hotel to the new premises at No. 1, Queen's Road, opposite the Hongkong Hotel. All the latest styles in Hosiery, Gentlemen's Hosiery in Kid, Cashmere, and all the latest styles. Children's Hosiery in all the latest styles. Socks and Cravats in the most fashionable shapes and colors.

THE HOTEL DE L'UNIVERS.
WYNDHAM STREET, HONGKONG.
The whole of the Rooms have been newly furnished throughout, and there are Rooms available for either Married Couples or Single persons.
The Hotel is supplied with the best of the market can provide.
The Hotel is supplied with the best of the market can provide.

HONGKONG STEAM LAUNDRY COMPANY, LIMITED.
CANCILLING DEPT. NOTICES. The Company has been formed for the purpose of carrying on the business of a Steam Laundry, and for the purpose of carrying on the business of a Steam Laundry.

PHOTOGRAPHY.
The Public generally that has secured the assistance of an experienced European Artist in the art of Photography, and for the purpose of carrying on the business of a Steam Laundry.

THE NEW ORIENTAL BANK CORPORATION.
INCORPORATED IN LONDON ON 18th JULY 1884.
CAPITAL £2,000,000 IN 200,000 SHARES OF £10 EACH.
RESERVE FUND £1,000,000.

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BANKS.

HONGKONG & SHANGHAI BANKING CORPORATION.
PAID-UP CAPITAL £2,500,000.
RESERVE FUND £400,000.
DIVIDENDS 4% PER ANNUM.
RESERVE LIABILITY OF PRO-PRIOETORS £700,000.

COURT OF DIRECTORS.
Chairman—A. P. MOLLAY, Esq.
Deputy Chairman—H. P. D. SASSON, Esq.
Members—H. P. D. SASSON, Esq., J. P. MOLLAY, Esq., W. H. FORBES, Esq., W. D. BARNES, Esq., W. H. FORBES, Esq., W. D. BARNES, Esq.

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AUCTIONS.

PUBLIC AUCTION.
THE Undersigned have been instructed by the Commission General of Ordinance, China, to sell by Public Auction, on the 29th day of October 1884, at 11 A.M., at the H.M. MESSERS' ORDINANCE STORES, Queen's Road East.

GOVERNMENT STORES.
BOAT AWNINGS, BLANKETS, BOATS, CANNAS, COLDEN, RUGS, SERGES, CAST AND WOODEN, LEATHER, COTTON, LINEN AND WOOL, ARTICLES, STEEL, TIN, TACKLES, OLD FILES, CASES, PACKING CASES, BURNING-IRON, RUGS, UMBRELLAS, BED MATS, LAMP DESK, WOODEN, WAREHOUSE, SHEETS, WHEELS, &c.

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INTIMATIONS.

THE TRUSTEES OF THE TRUST.
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NOTICES TO CONSIGNEES.

FROM LONDON, PENANG, AND SINGAPORE.
THE STEAMSHIP "GLENFRUIN," having arrived from the above Ports, Consignees of Goods are hereby informed that their Goods, with the exception of Opium, are being landed at their risk into the Godowns of the Undersigned, and/or from the wharves or boats delivery may be obtained.

OPTIONAL CARGO.
Optional Cargo will be forwarded unless notice to the contrary be given before Noon, TO-DAY.
Cargo remaining undelivered after the 4th Proximo, will be subject to rent.
No Fire Insurance will be effected.
Bills of Lading will be countersigned by JARDINE, MATHESON & Co. Hongkong, 28th October, 1884.

FROM ANTWERP, BORDEAUX, AND SAIGON.
THE STEAMSHIP "ALBANY," having arrived from the above Ports, Consignees of Goods are hereby informed that their Goods, with the exception of Opium, are being landed at their risk into the Godowns of the Undersigned, and/or from the wharves or boats delivery may be obtained.

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No Fire Insurance will be effected.
Bills of Lading will be countersigned by JARDINE, MATHESON & Co. Hongkong, 28th October, 1884.

FROM LONDON AND SINGAPORE.
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INTIMATIONS.

PUBLIC GARDENS, HONGKONG.
(BY PERMISSION).
AGRAND BAZAAR.
FANCY FAIR, AND EVENING FETE.
In aid of the Funds for the purchase of a NEW ORGAN for St. John's Cathedral.

TO-DAY (WEDNESDAY).
The 28th and 29th inst.
TO-MORROW (THURSDAY).
The 30th inst.
Evenings, from 6 o'clock.

USEFUL, ORNAMENTAL AND ARTISTIC STALLS.
Refreshment Stall.
Flower Stall.

COMMITTEE.
Capt. Davis, R.N., Capt. Stewart, "The Buffs,"
Chas. Ross, Esq., J. Orange, Esq.,
S. G. Bird, Esq., C. A. Sangster, Esq.,
K. Z. Dear, Esq., J. Whitall, Esq.

STRONG AND CHEAP LEATHER BOUND SERAP BOOKS.
Ladies' and Gentlemen's Chat-Books and Chat Cases.
Gloss and Pewter Inkstands.
Evening Knives.
New Pens and Pocket Books.
Ladies' and Gentlemen's Card Cases.
New Season's Ball Programmes.
New Season's Menu and Guest Cards.
"Squeezers" Playing Cards.
Best India Sealing Wax "Bea Far Brand".
Novelties in Cigar and Cigarette Cases.
Gentlemen's Letter Cases.
A Splendid Assortment of Meerschaum Cigar and Cigarette Tubes.
Meerschaum and Silver Root Pipes—Novelties.
The Shakespeare Calendar for 1885.

NOTICE.
Our Newspaper and Periodical Subscription List for 1885 is now ready and will be sent on application to any address.
KELLY & WALSH—HONGKONG.
DOUGLAS STEAMSHIP COMPANY, LIMITED.

FOR SWATOW.
THE Company's Steamship
"THALES,"
Captain Fozzick, will be despatched for the above Port TO-MORROW, the 30th inst., at Noon.
For Freight or Passage, apply to
DOUGLAS LAIRRAK & Co.,
General Managers.
Hongkong, 28th October, 1884.

FOR SHANGHAI.
Captain Buchanan, will be despatched for the above Port TO-MORROW, the 30th inst., at Noon.
For Freight or Passage, apply to
RUSSELL & Co.,
General Managers.
Hongkong, 28th October, 1884.

FOR MANILA VIA AMOY.
THE Company's Steamship
"DIAMANT,"
Captain Stack, will be despatched for the above Port TO-MORROW, the 30th inst., at Noon.
For Freight or Passage, apply to
RUSSELL & Co.,
General Managers.
Hongkong, 28th October, 1884.

EXTRACTS.

A GYPSY FACE.

If I with painted art could trace
The beauty of that wondrous face,
If brightest shadow as I will
Could paint her as I see her, still,
Till from the canvas on the light
Would burst a form of living light.
If I could steal from nature's store
The entrancing melody that hung
Upon the half-moon's poet's tongue,
As on the raptur'd violin's tone
A form of beauty and of fire,
That to the heart's desire
The glorious image of her soul,
I might sing of her, and so
That all my world seemed contrast there.
The hurrying years may never meet
A vision so divinely sweet.
On the path of life I'll ever see
The light of her world's eyes.
But I have not the art
To paint the image of her heart.
The canvas at my suppliant will,
Remains dark and in shadow still.
The beauty of the artist's mind
Is not for ever to be found.

THE GREAT ADVERTISER OF THE WORLD.

Adeline Patti.—"I have found Patti's Soap marvellous for the hands and complexion."
Lilly Langtry.—"I prefer Patti's Soap to any other."
So many Mmes. Patti and Mrs. Langtry, and other ladies and gentlemen known to fame, in all the advertising pages of all the papers in the English-speaking world. Some account of the rise and method of a firm whose names are as familiar in our mouths as household words, who spend from £20,000 to £40,000 a year in advertising, may not be without interest to our readers. To obtain this information one of our representatives called the other day upon Mr. Barratt, one of the partners in the great business house of Messrs. A. & F. Pears, and here is the result of the interview.
"I found Mr. Barratt (he says) hard at work among his papers in a pleasant room in Great Russell-street, very busy, but still quite ready for an hour's talk about his soap and his advertisements. Piled away in corners were the pictures illustrating the virtues of the famous soap—Venuses, beauties fresh from the bath, and other figures of comely curves, stout matrons, and travell'ers of well-known pictures. Just above Mr. Barratt's desk is the original of Mr. Marks's famous drawing of the two monks washing and shaving, and just below it is the travesty which appeared in Punch, with Mr. Gladstone and Mr. Chamberlain as the two monks. "How," said Mr. Barratt, "do you differ pictures and designs that we use?" said Mr. Barratt, "pulling out drawer after drawer full of blocks. "Here are our soap-books, where we keep every remark and comment that is made on our business. Is it not odd how often the 'Dirty Boy' has been used for political purposes?"

THE CIRCULATION OF ADVERTISEMENTS.

"The circulation of an advertisement is the most difficult thing in the world to pass an opinion upon. I may say that it is impossible. The respective value of an advertisement is not a matter of mere numbers. Endorsers have been made by the coupon system to obtain some comparative gauge, but anything like reliable or approximate figures are impossible. One must use one's own judgment, experience, and business shrewdness. We should not advertise in a paper which is not read by the class of people to whom we wish to reach. The bills of fare at the hotels and restaurants, the backs of tickets of all sorts, opera, theatre, concert. But one case one's bread upon the water."
"The story of 'The Dirty Boy' was the greatest one we ever made," said Mr. Barratt, who then told me the history of the soap. It happened one day to be in Preston, a grimy, smoky Lancashire town. He was lodging in an obscure quarter of the town, casting about for work. One morning he was eating his breakfast—poor, but no answer came. Again he pulled the bell, and again with the same result. He was rather angry at this inattention, but when he went to the door and found an open door, when he found that a woman was there, he was not surprised. A woman of middle age, with a very dirty boy, who squirmed about the rough usage, and squirmed up his eyes at him. He said to the woman, "What is the matter?" "The boy," said the woman, "stand still, do, will you ever come clean?" The rage of the breakfast-table turned to delight. Here was a subject for his chisel, and it was soon arranged that these two should sit to him. Some difficulty was at first experienced to get the expression on the boy's face, but this was done by the application of cold water buckets of cold water thrown in his face, and a stray soap. We gave £500 for the marble. It has been the most profitable investment we ever made."

THE BABES IN THE BATH.

"One morning," said Mr. Barratt, "I was in the bath, and I saw a woman of middle age, with a very dirty boy, who squirmed about the rough usage, and squirmed up his eyes at him. He said to the woman, 'What is the matter?' 'The boy,' said the woman, 'stand still, do, will you ever come clean?' The rage of the breakfast-table turned to delight. Here was a subject for his chisel, and it was soon arranged that these two should sit to him. Some difficulty was at first experienced to get the expression on the boy's face, but this was done by the application of cold water buckets of cold water thrown in his face, and a stray soap. We gave £500 for the marble. It has been the most profitable investment we ever made."

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One without so much as he would cover
A nuptial, I do declare, and the other
well, there!—the less said about it the
better. One of 'em is black, certainly, and
that's something. But what's the world
coming to, when we get into a 'box' without
having the blusher called to our
cheeks? I call it positively indecent. It's
bad enough to have to sit next to Aspinall,
but these hussies! Here a benevolent old
gentleman, with a smile in his eye,
murmured something about 'Poynter and
Leighton, and art,' but was cowed by the
haughty glances of those three virtuous
matrons, so shocked at the picture of Messrs.
Poynter, the 'bust' dropped then at their
various destinations. But the news spread
among the other matrons of St. J. W.
The 'bust' on the line did a great
stroke of business for awhile, and a pretty
commotion there was. Some only laughed;
these were the younger members of the
community. Others, stooped their heads
gravely, and muttered gloomy sentences
about 'immorality.' At one morning,
about two months after the eventful journey
of the three matrons, a bulky envelope was
found among Messrs. Pears's correspondence.
It was round, robin, signed by forty
married ladies—matrons of various ages—
requesting the suppression of the offending picture.
N.B.—This is a true story.

ADVERTISEMENTS AND THEIR COST.

"From thirty to forty thousand pounds
sterling we spend every year in advertising,
more than any other firm in the world, I
fancy. Now we paid £1,000,000 for the
last year's 'Gladstone in the Bath' picture,
and the daily programme. A good round sum that. Last Christmas we
inserted in the magazines 15 tons—yes, tons—
of our bills. Our aim is to make the
advertisement telling, artistic, picturesque,
attractive, pretty, amusing, a combination
which is not easy to attain; yet, without
travelling. How much thought all these
attributions. How much thought all these
requirements for their development into
profitable advertisements I need not say.
We employ artists, poets, essayists. Our
printing bill would startle you. I consider
the most enterprising effort we ever made
was for the back of the 'Gladstone in the Bath' picture, which was discussed, I believe, by the
Cabinet, but which, I am sorry to say, was
not entertained. We should have advertised
our wares on the back of, say, 50,000,000
papers. Heavens! what an advertisement!
It would have cost us £100,000, I dare say,
cash down, but it would have been cheap at
the price. The 'Gladstone in the Bath' picture
was distributed broadcast, indeed, but with
judgment. I am rather down on magazine
advertising just now. We agree, say, to
insert one of our bills in a certain position
in a certain magazine. When the time
comes to go to press the bill is up for him.
The magazine is not to be circulated to us, say,
50,000 copies, and of course ask for 20,000
bills. Now I am sure that the figures are
often misinterpreted. They ask for 20,000
and use 15,000. We lose on the transaction
by the diminished circulation, and the cost
of our 6,000 bills which go into the
binoculars. But we have had 200,000
for information which will lead to the
conviction of the offender, be he who he
may."

THE FIRST SHILLING DOWNS THE TATOR.

"The first time a purchaser invests a shilling
or a half-crown in a piece of our soap
he is a loss to us. We have spent more
trying to get him to come to us than the
actual profit on that particular transaction
brings to our coffers. But—when he comes
he stops; at least that is our experience, and
that is the secret of our success. Once let
he catch our man, and the battle is over.
He takes his soap home. He says, perhaps,
'Well, I have bought a piece of this much
advertised article. I wonder whether it is
as good as they say it is.' One morning he
has suddenly set himself in his mind that
he has all these good qualities, and he never
gives the matter another thought. His wife,
perhaps, takes up the wrapper, and reads
what Mr. Anderson, or Mrs. Langtry, or
Patti says about it, or looks at the pictures
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on the label."

Of the photographs of Mmes. Patti and
Mrs. Langtry, the Stereoscopic Company
printed 200,000 copies, and the whole making
a picture which was well worth keeping. These
were circulated largely in America and here.
Then, again, of the 'Dirty Boy,' we have had
innumerable photographs and prints taken.
Many of the larger photographs we have
framed, and presented them to our clients.
Recently, again, thousands of casts of that
famous pair have been made in clay, bronze,
and terra-cotta. These we send, or sell out-
right, as the case may be, to the more highly-
finished examples, worked in Paris, fetch as
much as twelve guineas from private pur-
chasers. Now, your notorious white elephant
gave us a capital idea, which we utilized
extensively in all sorts of ways. Every
one looks at the sketches, laughs at them,
and says, 'That's smart,' or 'How funny!'

PARIS AND LONDON.

So early as 1824 the firm issued a most
artistic advertisement to illustrate the beau-
ties of cleanliness. It was one of Sir The-
odore Agassiz's, and it was very much liked,
partly from the original and partly a parody.
It was illustrated—Paris and London—were
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HONGKONG MARKET.

As Reported at Canton on 23rd Oct. 1894.

COFFIN GOODS.

American Drill, 36 inch, per piece	\$2.05 to \$2.10
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PRODUCE.

\$2.49 to 2.57	Paraguay, Superior	4193
\$2.10 to 2.16	Paraguay, Inferior, per piece	4299
\$2.10 to 2.16	Paraguay, Inferior, per piece	4299
\$2.10 to 2.16	Paraguay, Inferior, per piece	4299
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\$2.10 to 2.16	Paraguay, Inferior, per piece	4299
\$2.10 to 2.16	Paraguay, Inferior, per piece	4299
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